

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
-----061727Z 050612 /47

O 061440Z MAY 77  
FM AMEMBASSY ATHENS  
TO AMCONSUL MILAN IMMEDIATE  
INFO SECSTATE WASHDC 433  
USDOC WASHDC

UNCLAS SECTION 1 OF 2 ATHENS 4221

E.O. 11652: N/A  
TAGS: BEXP, GR  
SUBJ: GREEK BUYER MISSION TO EDP-USA, USTC MILAN

REF ATHENS 3953

MILAN FOR MTC/WHITMAN FROM JACKSON

1. THIRTY-ONE MAN GREEK BUYER MISSION ORGANIZED BY  
EMBASSY WILL VISIT SUBJECT EXHIBITION OF US COMPUTER  
EQUIPMENT. TWENTY-FIVE MEMBERS WILL ARRIVE AS GROUP  
MAY 9 AND WILL BE ESCORTED BY ECON/COMM SPECIALISTS  
MARY SPARTALI AND SIMOS TSOMOKOS. GROUP WILL REMAIN IN  
MILAN UNTIL MAY 12. SIX MEMBERS WILL TRAVEL SEPARATELY.

2. GREEK MISSION WILL STAY AT DUOMO HOTEL AND WILL  
ARRIVE AT APPROXIMATELY 2000, MAY 9. MISSION  
IS PLANNING TO ARRIVE BY CHARTER BUS AS GROUP AT  
MTC AT 0930 MAY 10 AND WOULD APPRECIATE TRADE CENTER  
ASSISTANCE IN INSURING THAT GREEK BUYERS HAVE  
OPPORTUNITY TO VISIT ALL EXHIBITS AS GROUP DURING  
FIRST HOUR IN ORDER TO SCHEDULE INDIVIDUAL  
APPOINTMENTS AS DESIRED. MSPARTALI AND TSOMOKOS  
WILL BRING FULL LIST OF GREEK VISITORS FOR  
DISTRIBUTION TO EXHIBITORS ON ARRIVAL, AS WELL  
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AS WTDR OR OTHER CREDIT INFORMATION ON ALL  
PARTICIPANTS. US EXHIBITORS MAY ALSO BE INTERESTED IN  
GREEK COMPUTER MARKET SURVEY (REFTEL), ALREADY REPEATED TO MILAN.

3. FOLLOWING ARE GROUP MEMBERS:  
A. HELEN GRAMMANDANIS, CHAR. KECHAYOGLOU,  
GEORGE PSALIDOPOULOS, PROGRAM ANALYSTS AT BANK OF

GREECE DATA PROCESSING CENTER. BANK OF GREECE IS CENTRAL BANK WITH MAIN OFFICE IN ATHENS AND 27 BRANCHES. INTERESTED IN DIRECT EQUIPMENT PURCHASES AND EXPOSURE TO LATEST TECHNOLOGY.

B. VASILIOS ANDREOU, DATA PROCESSING CENTER, HALKIS CEMENT CO, S.A. HALKIS IS LARGE MANUFACTURER OF PORTLAND CEMENT. EMPLOYS 828. LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS OF DRS. 3,871 MILLION AND 1975 GROSS INCOME OF DRS. 347 MILLION. DIRECT SALES PROSPECTS.

C. EVANGELOS KORONEOS, SYSTEMS ENGINEER, GENERAL CEMENT, CO, S.A. FIRM IS LARGEST GREEK CEMENT MANUFACTURERS. EMPLOYS 1,525. LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS OF DRS. 4,886 MILLION AND 1975 GROSS INCOME OF DRS. 521 MILLION. DIRECT PURCHASES.

D. PANAGIOTIS AND MRS. PAPACONSTANTOPOULOS, SUPERVISOR, DATA PROCESSING CENTER, NITROGENOUS FERTILIZERS INDUSTRY, S.A. FIRM IS LARGE MANUFACTURER OF NITROGENOUS FEETILIZERS. LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS OF DRS. 3 BILLION AND 1975 GROSS INCOME OF DRS. 590 MILLION. DIRECT PURCHASES.

E. GEORGE MISTRIOTIS, DATA PROCESSING MANAGER, SCALISTIRI GROUP. GROUP CONSISTS OF FIVE COMPANIES ENGAGED IN MINING, ORE DRESSING, SINTERING AND INDUSTRIAL PROCESSING OF BAUXITE, MANGANESE ORE, DEADBURNT MAGNESITE, ETC, IS WELL AS REPRESENTATION OF FOREIGN FIRMS.

1974 FIXED ASSETS TOTALLED DRS. 2,028 MILLION AND NET PROFIT WAS DRS. 175 MILLION. DIRECT PURCHASE AND REPRESENTATION.

F. SPYRP. PAPANICOLAOU, VIAMAX, S.A. VIAMAX IS LARGE UNCLASSIFIED

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MANUFACTURER OF BUS AND TRUCK BODIES AND AGENTS FOR FARM TRACTORS AND AUTOMOBILE AIRCONDITIONING EQUIPMENT. EMPLOYES 1400. LOCAL CREDIT DIRECTORY LISTS 1975 FIXED ASSETS OF DR. 699 MILLION AND 1975 GROSS INCOME OF DRS. 296 MILLION. DIRECT PURCHASE.

G. CONSTANTINOS ZOPPAS, ANTONIOS LEKKOS, BAUXITES PARNASSE MINING CO, S.A. FIRM IS LARGE COMPANY ENGAGED IN BAUXITE MINING, PROCESSING AND EXPORTS. LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS OF DRS. 875 MILLION AND 1975 GROSS INCOME OF DRS. 385 MILLION. DIRECT PURCHASE.

H. CONSTANTINOS DAKKOS, CONSTANTINOS MANOUSAKIS, ANDREAS PIPPOS, ATHANASSIOS TSOLIS, DATA PROCESSING CENTER, HELLENIC TECHNICAL CO, S.A. FIRM IS PUBLIC WORKS CONTRACTOR (IRRIGATION AND AIRPORTS). LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS OF DRS. 493 MILLION AND 1975 GROSS INCOME OF DRS. 164 MILLION. DIRECT PURCHASES.

I. EVANGELOS AND MRS. MILIORIS, SPECIAL ADVISOR,

TRANSTECOM, S.A. TRANSTECOM IS MANUFACTURER OF WINES,  
ALCOHOL, WINE EXTRACTS, AND MUST. EMPLOYS 286.  
LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS OF DRS. 272 MILLION  
AND 1975 GROSS INCOME OF DRS. 64 MILLION. DIRECT PURCHASES.  
J. CHAR. PORIAZIS, FINANCIAL MANAGER, ALFA-BETA  
SUPERMARKET, S.A. ALFA-BETA OPERATES CHAIN OF LARGE  
SUPERMARKETS. LOCAL CREDIT DIRECTORY LISTS FIXED ASSETS  
OF DRS. 37.5 MILLION AND 1975 GROSS INCOME OF  
DRS. 48 MILLION. DIRECT EQUIPMENT PURCHASES.  
K. KIMON MAKRIS, ADMINISTRATOR, COMPUMAK LTD.  
AGENT, IMPORTER AND DISTRIBUTOR OF ELECTRONIC  
COMPUTERS AND OTHER OFFICE MACHINES. REPRESENTS US  
FIRMS, INCLUDING ADDS. REPRESENTATION.  
L. EDEM ANAGNOSTOU, ADMINISTRATOR, S. TSOPANOGLOU,  
AND D. DIMPOULOS, DARO, LTD. FIRM IS AGENT,  
IMPORTER AND DISTRIBUTOR FOR ACCOUNTING MACHINES AND  
COMPUTERS. REPRESENTS EAST GERMAN FIRMS. REPRESENTATION.  
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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
-----061726Z 050652 /47

O 061440Z MAY 77  
FM AMEMBASSY ATHENS  
TO AMCONSUL MILAN IMMEDIATE  
INFO SECSTATE WASHDC 434  
USDOC WASHDC

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M. LORENTZOS STELLAS, ADMINISTRATOR, DATAMATICA LTD.  
FIRM IS AGENT, IMPORTER AND DISTRIBUTOR OF COMPUTERS.  
REPRESENTS US FIRMS, INCLUDING TEXAS INSTRUMENT DIGITAL  
SYSTEMS AND KENNEDY DRIVES.  
N. MR. DIMITRIOS DERVISIS, ECONOMIST AND COMPUTER  
ADVISOR TO GREEK MINISTRY OF INDUSTRY. DEFVISIS IS

INVOLVED IN LONG-RANGE GOG PROGRAM FOR COMPUTERIZATION OF GOVERNMENT SERVICES. INTERESTED IN COMPUTER APPLICATIONS TO PUBLIC SECTOR AND HOPES TO COLLECT PRODUCT LITERATURE FOR REVIEW BY GOG AGENCIES. O. THEODOROS THEODORIDES, IBM WORLD TRADE. IBM HAS ARRANGED EQUIPMENT DEMONSTRATION AND AFTERNOON VISIT ON MAY 11 FOR GREEK MISSION TO IBM INSTALLATION OUTSIDE MILAN. THEODORIDES WILL ESCORT GROUP FOR THIS PORTION OF PROGRAM.

4. FOLLOWING GREEK BUYERS WILL TRAVEL INDEPENDENTLY, MAJORITY JOINING MISSION AT DUOMO HOTEL:

A. GEORGE TSATSOS, MANAGING DIRECTOR OF GENERAL CEMENT. FIRM IS LARGEST GREEK CEMENT MANUFACTURER (SEE PARA 3.C).  
B. GEORGE PLYTAS, CHAIRMAN OF COMMERCIAL AND INDUSTRIAL UNION, INSURANCE CO. S.A., AND FORMER MAYOR OF ATHENS. CREDIT DIRECTORY LISTS FIRM'S UNCLASSIFIED

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1975 GROSS INCOME OF DRS. 22.5 MILLION.  
DIRECT PURCHASES.

C. CHARAL. PAPADOPOULOS, FOTIOS CONSTANTIS, BOTH COUNSELLORS, MINISTRY OF FOREIGN AFFAIRS. MINISTRY OFFICIALS ARE INTERESTED IN DIRECT EQUIPMENT PURCHASE FOR NEW MINISTRY BUILDING AND GENERAL INFORMATION ON EDP APPLICATIONS TO MINISTRY OPERATIONS.

D. ALEXANDROS AXARLIS, MANAGING DIRECTOR, CHR. AXARLIS, S.A. FIRM IS LARGE AGENT, IMPORTER AND DISTRIBUTOR OF STEREOPHONIC SOUND EQUIPMENT AND ELECTRONIC EQUIPMENT. EMPLOYS 15. LOCAL CREDIT DIRECTORY LISTS 1975 GROSS INCOME OF DRS. 3 MILLION. REPRESENTATION.

E. GEORGE LAMBRINOPOULOS, MECHANOGRAPHIC, S.A. FIRM OPERATES AS AGENT, IMPORTER AND DISTRIBUTOR OF TYPEWRITERS, ELECTRONIC CALCULATORS AND DUPLICATORS, ACCOUNTING MACHINES, ETC. LOCAL CREDIT DIRECTORY LISTS 1975 GROSS INCOME OF DRS. 8 MILLION. REPRESENTATION.

5. ACTION REQUESTED: EMBASSY BELIEVES MISSION ABOVE CONTAINS STRONG PROSPECTS FOR DIRECT EQUIPMENT SALES AND WOULD APPRECIATE MTC ASSISTANCE AND INCLUSION OF MEMBERS, AS APPROPRIATE, IN PLANNED HOSPITALITY EVENTS. IF FEASIBLE, WOULD ALSO APPRECIATE ACTION PHOTOGRAPHS OF MEMBERS AT EXHIBITION AND GROUP PHOTO FOR SUBSEQUENT RELEASE TO GREEK MEDIA. DETAILS ON PLANNED FUTURE MTC EVENTS RELEVANT TO GREECE MIGHT BE INCLUDED IN RELEASE AND COULD BE GIVEN TO TSOMOKOS.

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## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009